

From: Doug Vance
To: [Lee, Cheri \(POL\)](#)
Subject: Bid #5781
Date: Wednesday, November 30, 2016 1:03:14 PM

Cheri – Please let me know if you did not receive the e-mailed submission that I sent you today. It had quite a few attachments on the e-mail, so I wasn't sure if your system might block it due to file size or send it into your junk mail??

Thanks,

Doug Vance
Vice President
Vance Outdoors, Inc.
3723 Cleveland Ave.
Columbus, OH 43224
614-471-7000 ext 115
614-471-2134 Fax
dvance@vanceoutdoors.com



From: Lee, Cheri (POL) [<mailto:cheri.lee@state.ma.us>]
Sent: Monday, November 28, 2016 10:21 AM
To: Doug Vance <dvance@vanceoutdoors.com>; Brennan, George S EALT <GSBrennan@olin.com>
Cc: Taulbee, Laura L EALT <LLTaulbee@olin.com>; McCormick, Joyce D EALT <JDMcCormick@olin.com>
Subject: RE: Question on Bid #5781 - TIME SENSITIVE
Importance: High

Hi Doug-

If you could send the documents to me directly via email and I will upload to the system. The system is quirky, and at this point this would be the best option.

Please let me know if you have any further questions.

Thank you-
Cheri

Cheri A. Lee

Cheri A. Lee
Procurement Manager

Massachusetts State Police
470 Worcester Road
Framingham, MA 01702
(508) 820-2148 – Ph
(508) 820-2165 – Fax
Cheri.lee@state.ma.us – Email (*****please note new email address***)

From: Doug Vance [<mailto:dvance@vanceoutdoors.com>]
Sent: Friday, November 25, 2016 2:45 PM
To: Brennan, George S EALT; Lee, Cheri (POL)
Cc: Taulbee, Laura L EALT; McCormick, Joyce D EALT
Subject: Question on Bid #5781 - TIME SENSITIVE

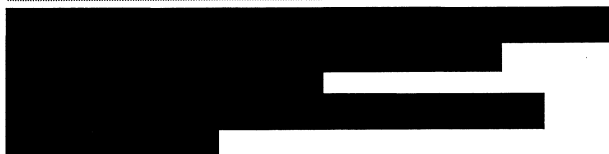
Cheri,
Greetings. My company is the distributor for [REDACTED] that will be submitting an offering on your Bid #5781 (SP16-AMMO-X85) that is due 11/30/16 at 12PM EST.

I have registered on COMMBUYS (Vendor #00023564), however the referenced bid does not show up under "OPEN BIDS". I can search for the bid and find it within your website, but it does not provide me with the ability to submit or create a quote – it only has the ability to hit "Bid Tab" or "Exit" (which infers to me that the bid is already over).

Before I invest time into completing all of the required documents, will you please let me know whether I will be able to submit this bid through the website and - if so – how I do so?

Thanks for your prompt attention to this. I can be reached easiest by cell phone at 614-327-7350.

Doug Vance
Vice President
Vance Outdoors, Inc.
3723 Cleveland Ave.
Columbus, OH 43224
614-471-7000 ext 115
614-471-2134 Fax
dvance@vanceoutdoors.com



From: Doug Vance
To: [Lee, Cheri \(POL\)](#)
Cc: [Suyemoto, John \(POL\)](#)
Subject: FET needed for [REDACTED]
Date: Tuesday, February 21, 2017 4:59:20 PM
Attachments: [Winchester FET Mass SP.pdf](#)

Cheri,

Any luck getting the [REDACTED] **FET Exemption Certificate** signed for me (see attached and below)? I am in receipt of PO-16-1084-POLGH-GHQ-9579:1 for Sgt. Suyemoto and the [REDACTED] but can't process it until you get me the signed FET form.

Please be sure not to substitute any other tax form in for this one.

Let me know if you have any questions!

Doug Vance
Vice President
Vance Outdoors, Inc.
3723 Cleveland Ave.
Columbus, OH 43224
614-471-7000 ext 115
614-471-2134 Fax
dvance@vanceoutdoors.com



From: Doug Vance
Sent: Monday, February 06, 2017 2:40 PM
To: 'Lee, Cheri (POL)' <cheri.lee@state.ma.us>
Subject: RE: Troop E (Armorer) Ammo Order

Thanks again Cheri! Per our conversation, please complete the FET form for the State Police and we'll maintain it on file for future orders placed.

Have a great week!

Doug Vance
Vice President
Vance Outdoors, Inc.
3723 Cleveland Ave.
Columbus, OH 43224
614-471-7000 ext 115
614-471-2134 Fax
dvance@vanceoutdoors.com



From: Lee, Cheri (POL) [<mailto:cheri.lee@state.ma.us>]

Sent: Monday, February 06, 2017 2:21 PM

To: Doug Vance <dvance@vanceoutdoors.com>

Subject: RE: Troop E (Armorer) Ammo Order

Importance: High

Hi Doug-

Did you hear back from Trooper Bott? We had advised that they should be completing the form as State Police Fiscal does not handle their purchasing. Let me know if you have been contacted by him- if not I can reach out to him again.

Thank you-
Cheri

Cheri A. Lee

Cheri A. Lee
Procurement Manager
Massachusetts State Police
470 Worcester Road
Framingham, MA 01702
(508) 820-2148 – Ph
(508) 820-2165 – Fax
Cheri.lee@state.ma.us – Email (*****please note new email address***)

From: Doug Vance [<mailto:dvance@vanceoutdoors.com>]

Sent: Friday, February 03, 2017 10:26 AM

To: Miller, Dianne (POL); Lee, Cheri (POL)

Cc: Bott, Fred (POL); Shawn Herman

Subject: FW: Troop E (Armorer) Ammo Order

Dianne / Cheri,

See the purchase order we received from Trooper Bott attached and his e-mail below. Dianne's e-mail indicates that we may need to wait for a PO through the Fiscal Office (not directly from sworn staff). Can one of you see if what we've been sent is OK to process or do we need to wait for a more formal PO through CommBuys? Please advise as soon as possible. We'll hold onto the order until we receive confirmation back from you to proceed.

Thank you!

Doug Vance
Vice President
Vance Outdoors, Inc.
3723 Cleveland Ave.
Columbus, OH 43224
614-471-7000 ext 115
614-471-2134 Fax
dvance@vanceoutdoors.com



From: Miller, Dianne (POL) [<mailto:dianne.miller@MassMail.State.MA.US>]
Sent: Friday, February 03, 2017 9:01 AM
To: Doug Vance <dvance@vanceoutdoors.com>
Cc: Lee, Cheri (POL) <cheri.lee@state.ma.us>
Subject: RE: FET Exemption Certificate for Massachusetts State Police [REDACTED]
ammunition orders

Hi Doug,
We'll take care of the tax exemption form. I'll scan the certificate to you also.
Was it a quote you gave to Tpr. Bott? Actual ordering is done by the fiscal office, not the sworn staff.

Thank you,

Dianne Miller
Massachusetts State Police
470 Worcester Road
Framingham, MA 01702
(508) 820-2143

From: Bott, Fred (POL) [<mailto:fred.bott@MassMail.State.MA.US>]
Sent: Thursday, February 02, 2017 7:49 AM
To: Doug Vance <dvance@vanceoutdoors.com>
Cc: Flavin, Douglas (POL) <douglas.flavin@state.ma.us>
Subject: Troop E (Armorer) Ammo Order

Good Morning Doug,

Attached is a purchase order for [REDACTED]. Please check the pricing for accuracy. Thank you for your assistance in putting this together and please contact me if you have any questions or concerns. I would appreciate it if you could let me know when the product ships and the expected delivery date. Please note the **DIFFERENT** shipping and billing

address:

BILLING ADDRESS:

MASSACHUSETTS STATE POLICE
HEADQUARTERS TROOP E
50 MASSPORT HAUL RD
BOSTON, MA 02210
ATTN:TPR. BOTT

SHIPPING ADDRESS:

MASSACHUSETTS STATE POLICE
ARMORER'S OFFICE
340 WEST BROOKFIELD RD
NEW BRAINTREE, MA 01531
ATTN:SGT. FLAVIN

Just for clarity, please not the shipping address above as it is going directly to the Armorer's office at our Academy in New Braintree.

Thank You,

Tpr. Fred Bott

Tpr. Fred Bott
Troop E Clerk
50 Massport Haul Rd
Boston, MA 02210-2002
617.946.3068
617.946.9890 (fax)

From: dontreply@state.ma.us <dontreply@state.ma.us>

Sent: Wednesday, February 1, 2017 1:30 PM

To: Bott, Fred (POL)

Subject: Message from KM_C368

From: Doug Vance
To: Lee, Cheri (POL)
Subject: FW: SP16AMMOX85 - Vance Outdoors submission for [REDACTED] ammunition
Date: Wednesday, December 7, 2016 5:58:21 PM
Attachments: [SP16AMMOX85 Bidder Response Form Vance Outdoors.doc](#)
[SP16AMMOX85 Cost Table for Ammunition Vance Outdoors.xlsx](#)
[SP16AMMOX85 2016 \[REDACTED\] MSRP Price List with MA State Pricing Eff 11.18.16.xlsx](#)
[SP16AMMOX85 Standard Contract Form Vance Outdoors Signed.pdf](#)
[SP16AMMOX85 Commonwealth Terms and Conditions Vance Outdoors.pdf](#)
[SP16AMMOX85 W9 Vance Outdoors.pdf](#)
[SP16AMMOX85 Contractor Authorized Signatory Listing Vance Outdoors.pdf](#)
[SP16AMMOX85 SDP Plan Form #1 Vance Outdoors.docx](#)
[SP16AMMOX85 Electronic Funds Transfer Form Vance Outdoors.pdf](#)
[SP16AMMOX85 Prompt Payment Discount Form Vance Outdoors.pdf](#)
[SP16AMMOX85 References Vance Outdoors.pdf](#)
[SP16AMMOX85 Additional Environmentally Preferable Products Vance Outdoors.doc](#)
[SP16AMMOX85 2015 Vance Outdoors Financial Stmts-Review Report Vance Outdoors.pdf](#)
[SP16AMMOX85 Company Experience Vance Outdoors.docx](#)
[SP16AMMOX85 Insurance Certificates Vance Outdoors.pdf](#)
[SP16AMMOX85 \[REDACTED\] Product Warranty Vance Outdoors.pdf](#)

Here is the e-mail from 11/30 that had the 16 attachments to it. The Cert of Insurance attachment is included.

Doug Vance
Vice President
Vance Outdoors, Inc.
3723 Cleveland Ave.
Columbus, OH 43224
614-471-7000 ext 115
614-471-2134 Fax
dvance@vanceoutdoors.com



From: Doug Vance
Sent: Wednesday, November 30, 2016 12:59 PM
To: 'Lee, Cheri (POL)' <cheri.lee@state.ma.us>
Subject: SP16AMMOX85 - Vance Outdoors submission for [REDACTED] ammunition

Cheri,
I hope you get to feeling better! Attached are the documents relating to Bid #5781. I will mail you the documents that required "wet signatures". Please let me know if there is anything I have omitted.

You will see on the Cost Table that I referenced the MSRP price list and denoted the State's discount percentage. I included the price list as a separate document and it includes both the MSRP pricing as well as the State's pricing with the discount figured in (to make is easier on the end-users).

Thanks,

Doug Vance
Vice President
Vance Outdoors, Inc.
3723 Cleveland Ave.
Columbus, OH 43224
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614-471-2134 Fax
dvance@vanceoutdoors.com



From: Lee, Cheri (POL) [<mailto:cheri.lee@state.ma.us>]
Sent: Wednesday, November 30, 2016 11:21 AM
To: Brennan, George S EALT <GSBrennan@olin.com>; Doug Vance <dvance@vanceoutdoors.com>
Cc: Taulbee, Laura L EALT <LLTaulbee@olin.com>; McCormick, Joyce D EALT <JDMcCormick@olin.com>
Subject: RE: Question on Bid #5781 - TIME SENSITIVE

I have been out of the office not feeling well. I may be leaving early so I am going to extend until Monday at 12:00PM EST. I'll be checking emails in case you have any questions/ concerns.

Thank you-
Cheri

Cheri A. Lee

Cheri A. Lee
Procurement Manager
Massachusetts State Police
470 Worcester Road
Framingham, MA 01702
(508) 820-2148 – Ph
(508) 820-2165 – Fax
Cheri.lee@state.ma.us – Email (*****please note new email address***)

From: Lee, Cheri (POL) <cheri.lee@state.ma.us>
Date: Wednesday, Nov 30, 2016, 08:20
To: Doug Vance <dvance@vanceoutdoors.com>, Brennan, George S EALT <GSBrennan@olin.com>
Cc: Taulbee, Laura L EALT <LLTaulbee@olin.com>, McCormick, Joyce D EALT <JDMcCormick@olin.com>
Subject: RE: Question on Bid #5781 - TIME SENSITIVE

Good Morning Doug-

Bid #5781 (SP16-AMMO-X85) is due today at 12PM EST. Will you be submitting a bid by then? Or do you require more time? As a reminder I will accept a response via email (required original "wet ink" signature documents can be mailed in after). Please let me know asap.

Thank you-
Cheri

Cheri A. Lee

Cheri A. Lee
Procurement Manager
Massachusetts State Police
470 Worcester Road
Framingham, MA 01702
(508) 820-2148 – Ph
(508) 820-2165 – Fax
Cheri.lee@state.ma.us – Email ***(**please note new email address)***

From: Doug Vance [<mailto:dvance@vanceoutdoors.com>]
Sent: Friday, November 25, 2016 2:45 PM
To: Brennan, George S EALT; Lee, Cheri (POL)
Cc: Taulbee, Laura L EALT; McCormick, Joyce D EALT
Subject: Question on Bid #5781 - TIME SENSITIVE

Cheri,
Greetings. My company is the distributor for Winchester that will be submitting an offering on your Bid #5781 (SP16-AMMO-X85) that is due 11/30/16 at 12PM EST.

I have registered on COMMBUYS (Vendor #00023564), however the referenced bid does not show up under "OPEN BIDS". I can search for the bid and find it within your website, but it does not provide me with the ability to submit or create a quote – it only has the ability to hit "Bid Tab" or "Exit" (which infers to me that the bid is already over).

Before I invest time into completing all of the required documents, will you please let me know whether I will be able to submit this bid through the website and - if so – how I do so?

Thanks for your prompt attention to this. I can be reached easiest by cell phone at [REDACTED]

Doug Vance
Vice President

From: Doug Vance
To: [Harper, Maryfrances \(POL\)](#)
Subject: PO-16-1084-POLGH-GHQ-9579:10
Date: Tuesday, March 6, 2018 11:29:01 AM

Maryfrances,

I just realized that I never got back to you on whether [REDACTED] would be able to deliver the [REDACTED] [REDACTED] and [REDACTED] prior to 6/30/18 as requested on your PO. The factory rep indicated that he did not see any issue with being able to deliver in that time frame.

Thanks and sorry for my oversight!

Doug Vance
Vice President
Vance Outdoors, Inc.
3723 Cleveland Avenue
Columbus, OH 43224
OFC: 614-471-7000 ext 115
FAX: 614-471-2134
E-MAIL: dvance@vanceoutdoors.com

From: Doug Vance
To: [Lee, Cheri \(POL\)](#)
Cc: [Flavin, Douglas \(POL\)](#); [Suyemoto, John \(POL\)](#)
Subject: Question about a Change Order Notification on PO # PO-16-1084-POLGH-GHQ-9579
Date: Friday, March 24, 2017 1:03:46 PM

Cheri,

I received this notice of a Change Order to PO # PO-16-1084-POLGH-GHQ-9579 last week on 3/15/17. I went to the link and I can't determine exactly what the change to the order is? The only note to the vendor reads as follows:

"Header 1. Contact Instructions changed from "" to "Cheri Lee: cheri.lee@massmail.state.ma.us". 2. RPA Release Allowed changed from "" to "N". Attachment File Changes: Header 1. File 'Create a Quote in COMMBUYS Jobaide.doc': File 'Create a Quote in COMMBUYS Jobaide.doc' deleted. 2. File 'Standard Contract Form': File 'Standard Contract Form' deleted. 3. File 'Commonwealth Terms and Conditions': File 'Commonwealth Terms and Conditions' deleted. 4. File 'W9': File 'W9' deleted. 5. File 'Contractor Authorized Signatory Listing': File 'Contractor Authorized Signatory Listing' deleted. 6. File 'Electronic Funds Transfer Form': File 'Electronic Funds Transfer Form' deleted. 7. File 'Prompt Payment Discount Form': File 'Prompt Payment Discount Form' deleted. 8. File 'Business Reference Form': File 'Business Reference Form' deleted. Enrollment Date Changes:"

Is there a change that I need to be aware of or was this just some administrative changes made on your end??

Please advise so I am clear. I know that Flavin and Suyemoto have been communicating with me about availability of some items and their need to have products by June 30th, so I want to make sure I am aware if something is being canceled off of one of their orders.

Thank you!

Doug Vance
Vice President
Vance Outdoors, Inc.
3723 Cleveland Ave.
Columbus, OH 43224
614-471-7000 ext 115
614-471-2134 Fax
dvance@vanceoutdoors.com



From: notifications@commbuys.com [mailto:notifications@commbuys.com]
Sent: Wednesday, March 15, 2017 11:30 AM
Subject: Change Order Notification - PO # PO-16-1084-POLGH-GHQ-9579, Firearms, Ammunition,

Related Products/Accessories/Services SP16-AMMO-X85

This Change Order notification is being sent to you by Department of State Police for Purchase Order PO-16-1084-POLGH-GHQ-9579, Firearms, Ammunition, Related Products/Accessories/Services SP16-AMMO-X85.

To see the change order online, you need your company's user name and login ID. Go to the Department of State Police site at <https://www.commbuys.com/bsa/view/login/login.xhtml>. Enter your login and password information to sign into the system. Once logged in, access the purchase order by clicking the Purchase Order menu option. Printed copies of the change order can be accessed from the PO document on the site.

The information from the request is below:

Purchase Order Header

Requesting Department: POLGHQ - MSP General Headquarters

Buyer Name: Cheri Lee

Buyer Phone: (508)820-2148

Buyer Email: Cheri.Lee@massmail.state.ma.us

PO Number: PO-16-1084-POLGH-GHQ-9579

Description: Firearms, Ammunition, Related Products/Accessories/Services SP16-AMMO-X85

Change Order Number: 2

Change Order Date: 03/15/2017

Change Order Description:

Change Order Description:

Thank you for your participation

Use this link to log on to COMMBUYS:

<https://www.commbuys.com/bsa/view/login/login.xhtml>

From: Doug Vance
To: Brennan, George S FALT; Lee, Cheri (POL)
Cc: Taulbee, Laura L FALT; McCormick, Joyce D FALT
Subject: Question on Bid #5781 - TIME SENSITIVE
Date: Friday, November 25, 2016 2:44:37 PM

Cheri,

Greetings. My company is the distributor for [REDACTED] that will be submitting an offering on your Bid #5781 (SP16-AMMO-X85) that is due 11/30/16 at 12PM EST.

I have registered on COMMBUYS (Vendor #00023564), however the referenced bid does not show up under "OPEN BIDS". I can search for the bid and find it within your website, but it does not provide me with the ability to submit or create a quote – it only has the ability to hit "Bid Tab" or "Exit" (which infers to me that the bid is already over).

Before I invest time into completing all of the required documents, will you please let me know whether I will be able to submit this bid through the website and - if so – how I do so?

Thanks for your prompt attention to this. I can be reached easiest by cell phone at [REDACTED]

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614-471-7000 ext 115
614-471-2134 Fax
dvance@vanceoutdoors.com



[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

From: Doug Vance
To: Lee, Cheri (POL)
Cc: Flavin, Douglas (POL); Suyemoto, John (POL)
Subject: RE: FET needed for [REDACTED]
Date: Wednesday, March 1, 2017 12:24:33 PM
Attachments: SP16AMMOX85 2016 [REDACTED] MSRP Price List with MA State Pricing Updated with 300BLK 3.1.17.xlsx

Cheri,
Can you please amend the form you sent by completing the TITLE OF OFFICER field? It was left blank.

Regarding the [REDACTED], I have included the updated price list for the contract with the addition of the two [REDACTED]. You will find them on lines 213 and 214 of the spreadsheet. The part numbers are – [REDACTED]. Your same discount rate of 53.8% off MSRP applies.

Let me know if you need anything else!

Doug Vance
Vice President
Vance Outdoors, Inc.
3723 Cleveland Ave.
Columbus, OH 43224
614-471-7000 ext 115
614-471-2134 Fax
dvance@vanceoutdoors.com



From: Lee, Cheri (POL) [mailto:Cheri.Lee@MassMail.State.MA.US]
Sent: Wednesday, March 01, 2017 11:28 AM
To: Doug Vance <dvance@vanceoutdoors.com>
Cc: Suyemoto, John (POL) <john.suyemoto@state.ma.us>; Flavin, Douglas (POL) <douglas.flavin@state.ma.us>
Subject: RE: FET needed for [REDACTED]
Importance: High

Good Morning Doug-

Attached please find the FET Certificate.

I am awaiting approval from our acting CAO in regards to adding the [REDACTED] to our contract. Contractually, I will just need quote/pricing from you. I am hoping to discuss with him this afternoon.

Thank you-
Cheri

From: Doug Vance [<mailto:dvance@vanceoutdoors.com>]
Sent: Tuesday, February 21, 2017 4:55 PM
To: Lee, Cheri (POL)
Cc: Suyemoto, John (POL)
Subject: FET needed for [REDACTED]

Cheri,
Any luck getting the [REDACTED] **FET Exemption Certificate** signed for me (see attached and below)? I am in receipt of PO-16-1084-POLGH-GHQ-9579:1 for Sgt. Suyemoto and the [REDACTED] but can't process it until you get me the signed FET form.

Please be sure not to substitute any other tax form in for this one.

Let me know if you have any questions!

Doug Vance
Vice President
Vance Outdoors, Inc.
3723 Cleveland Ave.
Columbus, OH 43224
614-471-7000 ext 115
614-471-2134 Fax
dvance@vanceoutdoors.com



From: Doug Vance
Sent: Monday, February 06, 2017 2:40 PM
To: 'Lee, Cheri (POL)' <cheri.lee@state.ma.us>
Subject: RE: Troop E (Armorer) Ammo Order

Thanks again Cheri! Per our conversation, please complete the FET form for the State Police and we'll maintain it on file for future orders placed.

Have a great week!

Doug Vance
Vice President
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3723 Cleveland Ave.
Columbus, OH 43224

614-471-7000 ext 115
614-471-2134 Fax
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Sent: Monday, February 06, 2017 2:21 PM
To: Doug Vance <dvance@vanceoutdoors.com>
Subject: RE: Troop E (Armorer) Ammo Order
Importance: High

Hi Doug-

Did you hear back from Trooper Bott? We had advised that they should be completing the form as State Police Fiscal does not handle their purchasing. Let me know if you have been contacted by him- if not I can reach out to him again.

Thank you-
Cheri

Cheri A. Lee

Cheri A. Lee
Procurement Manager
Massachusetts State Police
470 Worcester Road
Framingham, MA 01702
(508) 820-2148 – Ph
(508) 820-2165 – Fax
Cheri.lee@state.ma.us – Email (*****please note new email address***)

From: Doug Vance [<mailto:dvance@vanceoutdoors.com>]
Sent: Friday, February 03, 2017 10:26 AM
To: Miller, Dianne (POL); Lee, Cheri (POL)
Cc: Bott, Fred (POL); Shawn Herman
Subject: FW: Troop E (Armorer) Ammo Order

Dianne / Cheri,

See the purchase order we received from Trooper Bott attached and his e-mail below. Dianne's e-mail indicates that we may need to wait for a PO through the Fiscal Office (not directly from sworn staff). Can one of you see if what we've been sent is OK to process or do we need to wait for a more formal PO through CommBuys? Please advise as soon as possible. We'll hold onto the order until

we receive confirmation back from you to proceed.

Thank you!

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From: Miller, Dianne (POL) [<mailto:dianne.miller@MassMail.State.MA.US>]
Sent: Friday, February 03, 2017 9:01 AM
To: Doug Vance <dvance@vanceoutdoors.com>
Cc: Lee, Cheri (POL) <cheri.lee@state.ma.us>
Subject: RE: FET Exemption Certificate for Massachusetts State Police [REDACTED]
ammunition orders

Hi Doug,
We'll take care of the tax exemption form. I'll scan the certificate to you also.
Was it a quote you gave to Tpr. Bott? Actual ordering is done by the fiscal office, not the sworn staff.

Thank you,

Dianne Miller
Massachusetts State Police
470 Worcester Road
Framingham, MA 01702
(508) 820-2143

From: Bott, Fred (POL) [<mailto:fred.bott@MassMail.State.MA.US>]
Sent: Thursday, February 02, 2017 7:49 AM
To: Doug Vance <dvance@vanceoutdoors.com>
Cc: Flavin, Douglas (POL) <douglas.flavin@state.ma.us>
Subject: Troop E (Armorer) Ammo Order

Good Morning Doug,

Attached is a purchase order for [REDACTED]. Please check the pricing

for accuracy. Thank you for your assistance in putting this together and please contact me if you have any questions or concerns. I would appreciate it if you could let me know when the product ships and the expected delivery date. Please note the **DIFFERENT** shipping and billing address:

BILLING ADDRESS:

MASSACHUSETTS STATE POLICE
HEADQUARTERS TROOP E
50 MASSPORT HAUL RD
BOSTON, MA 02210
ATTN:TPR. BOTT

SHIPPING ADDRESS:

MASSACHUSETTS STATE POLICE
ARMORER'S OFFICE
340 WEST BROOKFIELD RD
NEW BRAINTREE, MA 01531
ATTN:SGT. FLAVIN

Just for clarity, please not the shipping address above as it is going directly to the Armorer's office at our Academy in New Braintree.

Thank You,
Tpr. Fred Bott

Tpr. Fred Bott
Troop E Clerk
50 Massport Haul Rd
Boston, MA 02210-2002
617.946.3068
617.946.9890 (fax)

From: dontreply@state.ma.us <dontreply@state.ma.us>

Sent: Wednesday, February 1, 2017 1:30 PM

To: Bott, Fred (POL)

Subject: Message from KM_C368

From: Doug Vance
To: Lee, Cheri (POL)
Subject: RE: FET needed for [REDACTED]
Date: Wednesday, March 1, 2017 12:33:01 PM

Thank you!

Doug Vance
Vice President
Vance Outdoors, Inc.
3723 Cleveland Ave.
Columbus, OH 43224
614-471-7000 ext 115
614-471-2134 Fax
dvance@vanceoutdoors.com



From: Lee, Cheri (POL) [mailto:cheri.lee@state.ma.us]
Sent: Wednesday, March 01, 2017 12:31 PM
To: Doug Vance <dvance@vanceoutdoors.com>
Subject: RE: FET needed for [REDACTED]

Thank you- I'll let you know if approved

Cheri

From: Doug Vance [mailto:dvance@vanceoutdoors.com]
Sent: Wednesday, March 01, 2017 12:21 PM
To: Lee, Cheri (POL)
Cc: Flavin, Douglas (POL); Suyemoto, John (POL)
Subject: RE: FET needed for [REDACTED]

Cheri,
Can you please amend the form you sent by completing the TITLE OF OFFICER field? It was left blank.

Regarding the [REDACTED], I have included the updated price list for the contract with the addition of the two [REDACTED]. You will find them on lines 213 and 214 of the spreadsheet. The part numbers are – [REDACTED]. Your same discount rate of 53.8% off MSRP applies.

Let me know if you need anything else!

Doug Vance

Vice President
Vance Outdoors, Inc.
3723 Cleveland Ave.
Columbus, OH 43224
614-471-7000 ext 115
614-471-2134 Fax
dvance@vanceoutdoors.com



From: Lee, Cheri (POL) [<mailto:Cheri.Lee@MassMail.State.MA.US>]
Sent: Wednesday, March 01, 2017 11:28 AM
To: Doug Vance <dvance@vanceoutdoors.com>
Cc: Suyemoto, John (POL) <john.suyemoto@state.ma.us>; Flavin, Douglas (POL) <douglas.flavin@state.ma.us>
Subject: RE: FET needed for [REDACTED]
Importance: High

Good Morning Doug-

Attached please find the FET Certificate.

I am awaiting approval from our acting CAO in regards to adding the [REDACTED] caliber to our contract. Contractually, I will just need quote/pricing from you. I am hoping to discuss with him this afternoon.

Thank you-
Cheri

From: Doug Vance [<mailto:dvance@vanceoutdoors.com>]
Sent: Tuesday, February 21, 2017 4:55 PM
To: Lee, Cheri (POL)
Cc: Suyemoto, John (POL)
Subject: FET needed for [REDACTED]

Cheri,
Any luck getting the [REDACTED] **FET Exemption Certificate** signed for me (see attached and below)? I am in receipt of PO-16-1084-POLGH-GHQ-9579:1 for Sgt. Suyemoto and the [REDACTED] but can't process it until you get me the signed FET form.

Please be sure not to substitute any other tax form in for this one.

Let me know if you have any questions!

Doug Vance
Vice President
Vance Outdoors, Inc.
3723 Cleveland Ave.
Columbus, OH 43224
614-471-7000 ext 115
614-471-2134 Fax
dvance@vanceoutdoors.com



From: Doug Vance
Sent: Monday, February 06, 2017 2:40 PM
To: 'Lee, Cheri (POL)' <cheri.lee@state.ma.us>
Subject: RE: Troop E (Armorer) Ammo Order

Thanks again Cheri! Per our conversation, please complete the FET form for the State Police and we'll maintain it on file for future orders placed.

Have a great week!

Doug Vance
Vice President
Vance Outdoors, Inc.
3723 Cleveland Ave.
Columbus, OH 43224
614-471-7000 ext 115
614-471-2134 Fax
dvance@vanceoutdoors.com



From: Lee, Cheri (POL) [<mailto:cheri.lee@state.ma.us>]
Sent: Monday, February 06, 2017 2:21 PM
To: Doug Vance <dvance@vanceoutdoors.com>
Subject: RE: Troop E (Armorer) Ammo Order
Importance: High

Hi Doug-

Did you hear back from Trooper Bott? We had advised that they should be completing the form as State Police Fiscal does not handle their purchasing. Let me know if you have been contacted by

him- if not I can reach out to him again.

Thank you-
Cheri

Cheri A. Lee

Cheri A. Lee
Procurement Manager
Massachusetts State Police
470 Worcester Road
Framingham, MA 01702
(508) 820-2148 – Ph
(508) 820-2165 – Fax
Cheri.lee@state.ma.us – Email ***(**please note new email address)***

From: Doug Vance [<mailto:dvance@vanceoutdoors.com>]

Sent: Friday, February 03, 2017 10:26 AM

To: Miller, Dianne (POL); Lee, Cheri (POL)

Cc: Bott, Fred (POL); Shawn Herman

Subject: FW: Troop E (Armorer) Ammo Order

Dianne / Cheri,

See the purchase order we received from Trooper Bott attached and his e-mail below. Dianne's e-mail indicates that we may need to wait for a PO through the Fiscal Office (not directly from sworn staff). Can one of you see if what we've been sent is OK to process or do we need to wait for a more formal PO through CommBuys? Please advise as soon as possible. We'll hold onto the order until we receive confirmation back from you to proceed.

Thank you!

Doug Vance
Vice President
Vance Outdoors, Inc.
3723 Cleveland Ave.
Columbus, OH 43224
614-471-7000 ext 115
614-471-2134 Fax
dvance@vanceoutdoors.com



From: Miller, Dianne (POL) [<mailto:dianne.miller@MassMail.State.MA.US>]
Sent: Friday, February 03, 2017 9:01 AM
To: Doug Vance <dvance@vanceoutdoors.com>
Cc: Lee, Cheri (POL) <cheri.lee@state.ma.us>
Subject: RE: FET Exemption Certificate for Massachusetts State Police Winchester ammunition orders

Hi Doug,
We'll take care of the tax exemption form. I'll scan the certificate to you also.
Was it a quote you gave to Tpr. Bott? Actual ordering is done by the fiscal office, not the sworn staff.

Thank you,

Dianne Miller
Massachusetts State Police
470 Worcester Road
Framingham, MA 01702
(508) 820-2143

From: Bott, Fred (POL) [<mailto:fred.bott@MassMail.State.MA.US>]
Sent: Thursday, February 02, 2017 7:49 AM
To: Doug Vance <dvance@vanceoutdoors.com>
Cc: Flavin, Douglas (POL) <douglas.flavin@state.ma.us>
Subject: Troop E (Armorer) Ammo Order

Good Morning Doug,

Attached is a purchase order for [REDACTED]. Please check the pricing for accuracy. Thank you for your assistance in putting this together and please contact me if you have any questions or concerns. I would appreciate it if you could let me know when the product ships and the expected delivery date. Please note the **DIFFERENT** shipping and billing address:

BILLING ADDRESS:

MASSACHUSETTS STATE POLICE
HEADQUARTERS TROOP E
50 MASSPORT HAUL RD
BOSTON, MA 02210
ATTN:TPR. BOTT

SHIPPING ADDRESS:

MASSACHUSETTS STATE POLICE
ARMORER'S OFFICE
340 WEST BROOKFIELD RD

NEW BRAINTREE, MA 01531
ATTN:SGT. FLAVIN

Just for clarity, please not the shipping address above as it is going directly to the Armorer's office at our Academy in New Braintree.

Thank You,
Tpr. Fred Bott

Tpr. Fred Bott
Troop E Clerk
50 Massport Haul Rd
Boston, MA 02210-2002
617.946.3068
617.946.9890 (fax)

From: dontreply@state.ma.us <dontreply@state.ma.us>

Sent: Wednesday, February 1, 2017 1:30 PM

To: Bott, Fred (POL)

Subject: Message from KM_C368

From: Doug Vance
To: Baker, Michael (POL)
Subject: RE: Mass. State Police [REDACTED]
Date: Monday, April 30, 2018 10:53:00 AM

Sgt. Baker,

If you are referring to your PO #PO-16-1084-POLGH-GHQ-9579:9 for [REDACTED] of [REDACTED] and [REDACTED] of [REDACTED], all of that [REDACTED] has already shipped to the agency:

[REDACTED] – shipped in mid-February

[REDACTED] – shipped in early January

Please let me know if there is some other PO you are referring to.

Thanks,

Doug Vance
Vice President
Vance Outdoors, Inc.
3723 Cleveland Ave.
Columbus, OH 43224
614-471-7000 ext 115
614-471-2134 Fax
dvance@vanceoutdoors.com



From: Baker, Michael (POL) <michael.baker@state.ma.us>
Sent: Monday, April 30, 2018 7:32 AM
To: Doug Vance <dvance@vanceoutdoors.com>
Subject: Mass. State Police [REDACTED]

Good day Sir,

I am following up on an order that John Suyemoto placed with you in December. It was an order of [REDACTED]. Would you please check on the status of this order. Our fiscal year is coming to a close on June 30. Thank you in advance!

Respectfully submitted,

Michael H. Baker #2298

Sergeant, Mass. State Police



From: Doug Vance
To: Baker, Michael (POL)
Subject: RE: Mass. State Police STOP Team
Date: Monday, April 30, 2018 11:15:56 AM

No worries at all!

Doug Vance
Vice President
Vance Outdoors, Inc.
3723 Cleveland Ave.
Columbus, OH 43224
614-471-7000 ext 115
614-471-2134 Fax
dvance@vanceoutdoors.com



From: Baker, Michael (POL) <michael.baker@state.ma.us>
Sent: Monday, April 30, 2018 11:14 AM
To: Doug Vance <dvance@vanceoutdoors.com>
Subject: Re: Mass. State Police [REDACTED]

Good afternoon sir,

My apologies, I spent the better part of the morning looking for the invoice and finally found it. I know you have more important things to do, so I thank you again for taking the time to get back to me.

Respectfully,

Mike

From: Doug Vance <dvance@vanceoutdoors.com>
Sent: Monday, April 30, 2018 10:52:50 AM
To: Baker, Michael (POL)
Subject: RE: Mass. State Police STOP Team

Sgt. Baker,

If you are referring to your PO #PO-16-1084-POLGH-GHQ-9579:9 for [REDACTED] of [REDACTED] and [REDACTED] of [REDACTED], all of that [REDACTED] has already shipped to the agency:

██████ – shipped in mid-February
██████ – shipped in early January

Please let me know if there is some other PO you are referring to.

Thanks,

Doug Vance
Vice President
Vance Outdoors, Inc.
3723 Cleveland Ave.
Columbus, OH 43224
614-471-7000 ext 115
614-471-2134 Fax
dvance@vanceoutdoors.com



From: Baker, Michael (POL) <michael.baker@state.ma.us>
Sent: Monday, April 30, 2018 7:32 AM
To: Doug Vance <dvance@vanceoutdoors.com>
Subject: Mass. State Police ██████████

Good day Sir,

I am following up on an order that John Suyemoto placed with you in December. It was an order of ██████████ of ██████████. Would you please check on the status of this order. Our fiscal year is coming to a close on June 30. Thank you in advance!

Respectfully submitted,

Michael H. Baker #2298

Sergeant, Mass. State Police
██

From: Doug Vance
To: Miller, Dianne (POL); Deb Knittel
Cc: Harper, Maryfrances (POL)
Subject: RE: Packing Slip Question
Date: Thursday, April 19, 2018 12:31:04 PM

Dianne,
The PO associated with the [REDACTED] is PO-16-1084-POLGH-GHQ-9579:10 dated 2/21/18.

It looks like there may also have been some [REDACTED] on that shipment as well. If so, the PO associated with that ammo is PO-16-1084-POLGH-GHQ-9579:11 dated 2/28/18.

Let me know if you have any additional questions.

Thank you,

Doug Vance
Vice President
Vance Outdoors, Inc.
3723 Cleveland Ave.
Columbus, OH 43224
614-471-7000 ext 115
614-471-2134 Fax
dvance@vanceoutdoors.com

-----Original Message-----

From: Miller, Dianne (POL) <dianne.miller2@state.ma.us>
Sent: Thursday, April 19, 2018 12:00 PM
To: Doug Vance <dvance@vanceoutdoors.com>; Deb Knittel <deb@vanceoutdoors.com>
Subject: Packing Slip Question

Good afternoon,

Please provide the Mass State Police purchase order number for the attached packing slips...I can't find an order for [REDACTED]. It might belong to another unit.

Thank you,
Dianne Miller
Massachusetts State Police
470 Worcester Road
Framingham, MA 01702
(508) 820-2143

From: Doug Vance
To: [Lee, Cheri \(POL\)](#)
Cc: [Flavin, Douglas \(POL\)](#); [Suyemoto, John \(POL\)](#)
Subject: RE: Question about a Change Order Notification on PO # PO-16-1084-POLGH-GHQ-9579
Date: Wednesday, March 29, 2017 3:08:15 PM

OK. Thanks for letting me know.

So to clarify - the two [REDACTED] rounds that we sent pricing on are officially on the contract now?

Doug Vance
Vice President
Vance Outdoors, Inc.
3723 Cleveland Ave.
Columbus, OH 43224
614-471-7000 ext 115
614-471-2134 Fax
dvance@vanceoutdoors.com



From: Lee, Cheri (POL) [<mailto:Cheri.Lee@MassMail.State.MA.US>]
Sent: Wednesday, March 29, 2017 1:29 PM
To: Doug Vance <dvance@vanceoutdoors.com>
Cc: Flavin, Douglas (POL) <douglas.flavin@state.ma.us>; Suyemoto, John (POL) <john.suyemoto@state.ma.us>
Subject: RE: Question about a Change Order Notification on PO # PO-16-1084-POLGH-GHQ-9579

Hi Doug-

There were admin changes made, as well as adding your updated pricing. Please be advised that anytime I make an update or change, you will receive an email notification. I will see if I can make any type of side notation in the system so you know what exactly was done.

Thanks-
Cheri

Cheri A. Lee

Cheri A. Lee
Procurement Manager
Massachusetts State Police
470 Worcester Road
Framingham, MA 01702

(508) 820-2148 – Ph

(508) 820-2165 – Fax

Cheri.lee@state.ma.us – Email (****please note new email address**)

From: Doug Vance [<mailto:dvance@vanceoutdoors.com>]

Sent: Friday, March 24, 2017 1:04 PM

To: Lee, Cheri (POL)

Cc: Flavin, Douglas (POL); Suyemoto, John (POL)

Subject: Question about a Change Order Notification on PO # PO-16-1084-POLGH-GHQ-9579

Cheri,

I received this notice of a Change Order to PO # PO-16-1084-POLGH-GHQ-9579 last week on 3/15/17. I went to the link and I can't determine exactly what the change to the order is? The only note to the vendor reads as follows:

"Header 1. Contact Instructions changed from "" to "Cheri Lee: cheri.lee@massmail.state.ma.us". 2. RPA Release Allowed changed from "" to "N". Attachment File Changes: Header 1. File 'Create a Quote in COMMBUYS Jobaide.doc': File 'Create a Quote in COMMBUYS Jobaide.doc' deleted . 2. File 'Standard Contract Form': File 'Standard Contract Form' deleted . 3. File 'Commonwealth Terms and Conditions': File 'Commonwealth Terms and Conditions' deleted . 4. File 'W9': File 'W9' deleted . 5. File 'Contractor Authorized Signatory Listing': File 'Contractor Authorized Signatory Listing' deleted . 6. File 'Electronic Funds Transfer Form': File 'Electronic Funds Transfer Form' deleted . 7. File 'Prompt Payment Discount Form': File 'Prompt Payment Discount Form' deleted . 8. File 'Business Reference Form': File 'Business Reference Form' deleted . Enrollment Date Changes:"

Is there a change that I need to be aware of or was this just some administrative changes made on your end??

Please advise so I am clear. I know that Flavin and Suyemoto have been communicating with me about availability of some items and their need to have products by June 30th, so I want to make sure I am aware if something is being canceled off of one of their orders.

Thank you!

Doug Vance

Vice President

Vance Outdoors, Inc.

3723 Cleveland Ave.

Columbus, OH 43224

614-471-7000 ext 115

614-471-2134 Fax

dvance@vanceoutdoors.com

-



From: notifications@commbuys.com [mailto:notifications@commbuys.com]

Sent: Wednesday, March 15, 2017 11:30 AM

Subject: Change Order Notification - PO # PO-16-1084-POLGH-GHQ-9579, Firearms, Ammunition, Related Products/Accessories/Services SP16-AMMO-X85

This Change Order notification is being sent to you by Department of State Police for Purchase Order PO-16-1084-POLGH-GHQ-9579, Firearms, Ammunition, Related Products/Accessories/Services SP16-AMMO-X85.

To see the change order online, you need your company's user name and login ID. Go to the Department of State Police site at <https://www.commbuys.com/bsa/view/login/login.xhtml>. Enter your login and password information to sign into the system. Once logged in, access the purchase order by clicking the Purchase Order menu option. Printed copies of the change order can be accessed from the PO document on the site.

The information from the request is below:

Purchase Order Header

Requesting Department: POLGHQ - MSP General Headquarters

Buyer Name: Cheri Lee

Buyer Phone: (508)820-2148

Buyer Email: Cheri.Lee@massmail.state.ma.us

PO Number: PO-16-1084-POLGH-GHQ-9579

Description: Firearms, Ammunition, Related Products/Accessories/Services SP16-AMMO-X85

Change Order Number: 2

Change Order Date: 03/15/2017

Change Order Description:

Change Order Description:

Thank you for your participation

Use this link to log on to COMMBUYS:

<https://www.commbuys.com/bsa/view/login/login.xhtml>

From: Doug Vance
To: [Lee, Cheri \(POL\)](#)
Subject: RE: Question on Bid #5781 - TIME SENSITIVE
Date: Monday, November 28, 2016 10:25:45 AM

OK. Thank you for the prompt response Cheri!

Doug Vance
Vice President
Vance Outdoors, Inc.
3723 Cleveland Ave.
Columbus, OH 43224
614-471-7000 ext 115
614-471-2134 Fax
dvance@vanceoutdoors.com



From: Lee, Cheri (POL) [<mailto:cheri.lee@state.ma.us>]
Sent: Monday, November 28, 2016 10:21 AM
To: Doug Vance <dvance@vanceoutdoors.com>; Brennan, George S EALT <GSBrennan@olin.com>
Cc: Taulbee, Laura L EALT <LLTaulbee@olin.com>; McCormick, Joyce D EALT <JDMcCormick@olin.com>
Subject: RE: Question on Bid #5781 - TIME SENSITIVE
Importance: High

Hi Doug-

If you could send the documents to me directly via email and I will upload to the system. The system is quirky, and at this point this would be the best option.

Please let me know if you have any further questions.

Thank you-
Cheri

Cheri A. Lee

Cheri A. Lee
Procurement Manager
Massachusetts State Police
470 Worcester Road
Framingham, MA 01702
(508) 820-2148 – Ph

(508) 820-2165 – Fax

Cheri.lee@state.ma.us – Email (*****please note new email address***)

From: Doug Vance [<mailto:dvance@vanceoutdoors.com>]

Sent: Friday, November 25, 2016 2:45 PM

To: Brennan, George S EALT; Lee, Cheri (POL)

Cc: Taulbee, Laura L EALT; McCormick, Joyce D EALT

Subject: Question on Bid #5781 - TIME SENSITIVE

Cheri,

Greetings. My company is the distributor for [REDACTED] that will be submitting an offering on your Bid #5781 (SP16-AMMO-X85) that is due 11/30/16 at 12PM EST.

I have registered on COMMBUYS (Vendor #00023564), however the referenced bid does not show up under "OPEN BIDS". I can search for the bid and find it within your website, but it does not provide me with the ability to submit or create a quote – it only has the ability to hit "Bid Tab" or "Exit" (which infers to me that the bid is already over).

Before I invest time into completing all of the required documents, will you please let me know whether I will be able to submit this bid through the website and - if so – how I do so?

Thanks for your prompt attention to this. I can be reached easiest by cell phone at [REDACTED]

Doug Vance

Vice President

Vance Outdoors, Inc.

3723 Cleveland Ave.

Columbus, OH 43224

614-471-7000 ext 115

614-471-2134 Fax

dvance@vanceoutdoors.com



[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

From: Doug Vance
To: Lee, Cheri (POL)
Subject: RE: SP16AMMOX85 - Cancellations / Delivery / Returns for Vance Outdoors submission for [REDACTED]
Date: Friday, December 23, 2016 4:19:25 PM
Attachments: SP16AMMOX85_Cancellations_Delivery_Returns.docx

Cheri,
This should be the last piece of the puzzle you need from me (see attached).

Let me know if there is anything else!

Merry Christmas and Happy New Year!

Doug Vance
Vice President
Vance Outdoors, Inc.
3723 Cleveland Ave.
Columbus, OH 43224
614-471-7000 ext 115
614-471-2134 Fax
dvance@vanceoutdoors.com



From: Lee, Cheri (POL) [mailto:cheri.lee@state.ma.us]
Sent: Wednesday, December 07, 2016 2:45 PM
To: Doug Vance <dvance@vanceoutdoors.com>
Subject: RE: SP16AMMOX85 - Vance Outdoors submission for [REDACTED] ammunition
Importance: High

Good Afternoon Doug-

I received the original "wet signatures" – thank you. There are just a few things that I will need before I can make an award. These can be emailed to me:

- Copy of Authorized Distributor Certificate from [REDACTED]
- Copy of Federal/ State Licenses
- Copy of Certificate of Liability Insurance
- Please address Order Cancellations; Shipping/Delivery Timeframes; Product Returns

Additionally, the Supplier Diversity Program Plan is mandatory for contracts that meet/exceed the threshold of \$150k over the life of the contract. We can hold off on this for now, but MUST address once you approach that amount. It is a commitment to a Massachusetts certified small business, minority, women, or disabled vet owned business. It can be ancillary such as buying your own office

supplies,
or copier toners, etc. I have provided a link to help assist. Please let me know if you need any
assistance. <https://www.sdo.osd.state.ma.us/BusinessDirectory/BusinessDirectory.aspx>

Thank you- and I look forward to hearing from you.

Regards,
Cheri

Cheri A. Lee

Cheri A. Lee
Procurement Manager
Massachusetts State Police
470 Worcester Road
Framingham, MA 01702
(508) 820-2148 – Ph
(508) 820-2165 – Fax
Cheri.lee@state.ma.us – Email (******please note new email address***)

From: Doug Vance [<mailto:dvance@vanceoutdoors.com>]
Sent: Wednesday, November 30, 2016 1:00 PM
To: Lee, Cheri (POL)
Subject: SP16AMMOX85 - Vance Outdoors submission for [REDACTED] ammunition

Cheri,
I hope you get to feeling better! Attached are the documents relating to Bid #5781. I will mail you
the documents that required “wet signatures”. Please let me know if there is anything I have
omitted.

You will see on the Cost Table that I referenced the MSRP price list and denoted the State’s discount
percentage. I included the price list as a separate document and it includes both the MSRP pricing as
well as the State’s pricing with the discount figured in (to make is easier on the end-users).

Thanks,

Doug Vance
Vice President
Vance Outdoors, Inc.
3723 Cleveland Ave.
Columbus, OH 43224
614-471-7000 ext 115
614-471-2134 Fax
dvance@vanceoutdoors.com



From: Lee, Cheri (POL) [<mailto:cheri.lee@state.ma.us>]
Sent: Wednesday, November 30, 2016 11:21 AM
To: Brennan, George S EALT <GSBrennan@olin.com>; Doug Vance <dvance@vanceoutdoors.com>
Cc: Taulbee, Laura L EALT <LLTaulbee@olin.com>; McCormick, Joyce D EALT <JDMcCormick@olin.com>
Subject: RE: Question on Bid #5781 - TIME SENSITIVE

I have been out of the office not feeling well. I may be leaving early so I am going to extend until Monday at 12:00PM EST. I'll be checking emails in case you have any questions/ concerns.

Thank you-
Cheri

Cheri A. Lee

Cheri A. Lee
Procurement Manager
Massachusetts State Police
470 Worcester Road
Framingham, MA 01702
(508) 820-2148 – Ph
(508) 820-2165 – Fax
Cheri.lee@state.ma.us – Email (*****please note new email address***)

From: Lee, Cheri (POL) <cheri.lee@state.ma.us>
Date: Wednesday, Nov 30, 2016, 08:20
To: Doug Vance <dvance@vanceoutdoors.com>, Brennan, George S EALT <GSBrennan@olin.com>
Cc: Taulbee, Laura L EALT <LLTaulbee@olin.com>, McCormick, Joyce D EALT <JDMcCormick@olin.com>
Subject: RE: Question on Bid #5781 - TIME SENSITIVE

Good Morning Doug-

Bid #5781 (SP16-AMMO-X85) is due today at 12PM EST. Will you be submitting a bid by then? Or do you require more time? As a reminder I will accept a response via email (required original "wet ink" signature documents can be mailed in after). Please let me know asap.

Thank you-
Cheri

Cheri A. Lee

Cheri A. Lee
Procurement Manager
Massachusetts State Police
470 Worcester Road
Framingham, MA 01702
(508) 820-2148 – Ph
(508) 820-2165 – Fax
Cheri.lee@state.ma.us – Email (*****please note new email address***)

From: Doug Vance [<mailto:dvance@vanceoutdoors.com>]
Sent: Friday, November 25, 2016 2:45 PM
To: Brennan, George S EALT; Lee, Cheri (POL)
Cc: Taulbee, Laura L EALT; McCormick, Joyce D EALT
Subject: Question on Bid #5781 - TIME SENSITIVE

Cheri,
Greetings. My company is the distributor for [REDACTED] that will be submitting an offering on your Bid #5781 (SP16-AMMO-X85) that is due 11/30/16 at 12PM EST.

I have registered on COMMBUYS (Vendor #00023564), however the referenced bid does not show up under "OPEN BIDS". I can search for the bid and find it within your website, but it does not provide me with the ability to submit or create a quote – it only has the ability to hit "Bid Tab" or "Exit" (which infers to me that the bid is already over).

Before I invest time into completing all of the required documents, will you please let me know whether I will be able to submit this bid through the website and - if so – how I do so?

Thanks for your prompt attention to this. I can be reached easiest by cell phone at [REDACTED].

Doug Vance
Vice President
Vance Outdoors, Inc.
3723 Cleveland Ave.
Columbus, OH 43224
614-471-7000 ext 115
614-471-2134 Fax
dvance@vanceoutdoors.com

From: Doug Vance
To: [Lee, Cheri \(POL\)](#)
Subject: RE: SP16AMMOX85 - Copy of Federal/ State Licenses for Vance Outdoors submission for [REDACTED] ammunition
Date: Friday, December 23, 2016 3:48:59 PM
Attachments: [VANCE COLUMBUS FFL.pdf](#)

Cheri,

In case you want it for any reason, I have attached our Federal Firearms License. If there is any other Federal/State licenses you need, please let me know.

Thanks,

Doug Vance
Vice President
Vance Outdoors, Inc.
3723 Cleveland Ave.
Columbus, OH 43224
614-471-7000 ext 115
614-471-2134 Fax
dvance@vanceoutdoors.com



From: Lee, Cheri (POL) [<mailto:cheri.lee@state.ma.us>]
Sent: Wednesday, December 07, 2016 2:45 PM
To: Doug Vance <dvance@vanceoutdoors.com>
Subject: RE: SP16AMMOX85 - Vance Outdoors submission for [REDACTED] ammunition
Importance: High

Good Afternoon Doug-

I received the original "wet signatures" – thank you. There are just a few things that I will need before I can make an award. These can be emailed to me:

Copy of Authorized Distributor Certificate from Winchester
Copy of Federal/ State Licenses

Copy of Certificate of Liability Insurance

Please address Order Cancellations; Shipping/Delivery Timeframes; Product Returns

Additionally, the Supplier Diversity Program Plan is mandatory for contracts that meet/exceed the threshold of \$150k over the life of the contract. We can hold off on this for now, but MUST address once you approach that amount. It is a commitment to a Massachusetts certified small business, minority, women, or disabled vet owned business. It can be ancillary such as buying your own office supplies, or copier toners, etc. I have provided a link to help assist. Please let me know if you need any

assistance. <https://www.sdo.osd.state.ma.us/BusinessDirectory/BusinessDirectory.aspx>

Thank you- and I look forward to hearing from you.

Regards,
Cheri

Cheri A. Lee

Cheri A. Lee
Procurement Manager
Massachusetts State Police
470 Worcester Road
Framingham, MA 01702
(508) 820-2148 – Ph
(508) 820-2165 – Fax
Cheri.lee@state.ma.us – Email (*****please note new email address***)

From: Doug Vance [<mailto:dvance@vanceoutdoors.com>]
Sent: Wednesday, November 30, 2016 1:00 PM
To: Lee, Cheri (POL)
Subject: SP16AMMOX85 - Vance Outdoors submission for [REDACTED] ammunition

Cheri,
I hope you get to feeling better! Attached are the documents relating to Bid #5781. I will mail you the documents that required “wet signatures”. Please let me know if there is anything I have omitted.

You will see on the Cost Table that I referenced the MSRP price list and denoted the State’s discount percentage. I included the price list as a separate document and it includes both the MSRP pricing as well as the State’s pricing with the discount figured in (to make is easier on the end-users).

Thanks,

Doug Vance
Vice President
Vance Outdoors, Inc.
3723 Cleveland Ave.
Columbus, OH 43224
614-471-7000 ext 115
614-471-2134 Fax
dvance@vanceoutdoors.com

-



From: Lee, Cheri (POL) [<mailto:cheri.lee@state.ma.us>]
Sent: Wednesday, November 30, 2016 11:21 AM
To: Brennan, George S EALT <GSBrennan@olin.com>; Doug Vance <dvance@vanceoutdoors.com>
Cc: Taulbee, Laura L EALT <LLTaulbee@olin.com>; McCormick, Joyce D EALT <JDMcCormick@olin.com>
Subject: RE: Question on Bid #5781 - TIME SENSITIVE

I have been out of the office not feeling well. I may be leaving early so I am going to extend until Monday at 12:00PM EST. I'll be checking emails in case you have any questions/ concerns.

Thank you-
Cheri

Cheri A. Lee

Cheri A. Lee
Procurement Manager
Massachusetts State Police
470 Worcester Road
Framingham, MA 01702
(508) 820-2148 – Ph
(508) 820-2165 – Fax
Cheri.lee@state.ma.us – Email (*****please note new email address***)

From: Lee, Cheri (POL) <cheri.lee@state.ma.us>
Date: Wednesday, Nov 30, 2016, 08:20
To: Doug Vance <dvance@vanceoutdoors.com>, Brennan, George S EALT <GSBrennan@olin.com>
Cc: Taulbee, Laura L EALT <LLTaulbee@olin.com>, McCormick, Joyce D EALT <JDMcCormick@olin.com>
Subject: RE: Question on Bid #5781 - TIME SENSITIVE

Good Morning Doug-

Bid #5781 (SP16-AMMO-X85) is due today at 12PM EST. Will you be submitting a bid by then? Or do you require more time? As a reminder I will accept a response via email (required original "wet ink" signature documents can be mailed in after). Please let me know asap.

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Cheri

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From: Doug Vance [<mailto:dvance@vanceoutdoors.com>]
Sent: Friday, November 25, 2016 2:45 PM
To: Brennan, George S EALT; Lee, Cheri (POL)
Cc: Taulbee, Laura L EALT; McCormick, Joyce D EALT
Subject: Question on Bid #5781 - TIME SENSITIVE

Cheri,
Greetings. My company is the distributor for Winchester that will be submitting an offering on your Bid #5781 (SP16-AMMO-X85) that is due 11/30/16 at 12PM EST.

I have registered on COMMBUYS (Vendor #00023564), however the referenced bid does not show up under "OPEN BIDS". I can search for the bid and find it within your website, but it does not provide me with the ability to submit or create a quote – it only has the ability to hit "Bid Tab" or "Exit" (which infers to me that the bid is already over).

Before I invest time into completing all of the required documents, will you please let me know whether I will be able to submit this bid through the website and - if so – how I do so?

Thanks for your prompt attention to this. I can be reached easiest by cell phone at [REDACTED]

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Vice President
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Columbus, OH 43224
614-471-7000 ext 115
614-471-2134 Fax
dvance@vanceoutdoors.com

From: Doug Vance
To: [Lee, Cheri \(POL\)](#)
Subject: RE: SP16AMMOX85 - Vance Outdoors submission for [REDACTED] ammunition
Date: Wednesday, November 30, 2016 1:42:12 PM

Great! Thank you!

Doug Vance
Vice President
Vance Outdoors, Inc.
3723 Cleveland Ave.
Columbus, OH 43224
614-471-7000 ext 115
614-471-2134 Fax
dvance@vanceoutdoors.com



From: Lee, Cheri (POL) [<mailto:cheri.lee@state.ma.us>]
Sent: Wednesday, November 30, 2016 1:08 PM
To: Doug Vance <dvance@vanceoutdoors.com>
Subject: RE: SP16AMMOX85 - Vance Outdoors submission for [REDACTED] ammunition

Received – thank you. I'll be in touch soon.

Cheri

Cheri A. Lee

Cheri A. Lee
Procurement Manager
Massachusetts State Police
470 Worcester Road
Framingham, MA 01702
(508) 820-2148 – Ph
(508) 820-2165 – Fax
Cheri.lee@state.ma.us – Email (*****please note new email address***)

From: Doug Vance [<mailto:dvance@vanceoutdoors.com>]
Sent: Wednesday, November 30, 2016 1:00 PM
To: Lee, Cheri (POL)
Subject: SP16AMMOX85 - Vance Outdoors submission for [REDACTED] ammunition

Cheri,

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You will see on the Cost Table that I referenced the MSRP price list and denoted the State's discount percentage. I included the price list as a separate document and it includes both the MSRP pricing as well as the State's pricing with the discount figured in (to make is easier on the end-users).

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Sent: Wednesday, November 30, 2016 11:21 AM
To: Brennan, George S EALT <GSBrennan@olin.com>; Doug Vance <dvance@vanceoutdoors.com>
Cc: Taulbee, Laura L EALT <LLTaulbee@olin.com>; McCormick, Joyce D EALT <JDMcCormick@olin.com>
Subject: RE: Question on Bid #5781 - TIME SENSITIVE

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Cheri.lee@state.ma.us – Email (*****please note new email address***)

From: Lee, Cheri (POL) <cheri.lee@state.ma.us>
Date: Wednesday, Nov 30, 2016, 08:20
To: Doug Vance <dvance@vanceoutdoors.com>, Brennan, George S EALT <GSBrennan@olin.com>
Cc: Taulbee, Laura L EALT <LLTaulbee@olin.com>, McCormick, Joyce D EALT <JDMcCormick@olin.com>
Subject: RE: Question on Bid #5781 - TIME SENSITIVE

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Cheri.lee@state.ma.us – Email (*****please note new email address***)

From: Doug Vance [<mailto:dvance@vanceoutdoors.com>]
Sent: Friday, November 25, 2016 2:45 PM
To: Brennan, George S EALT; Lee, Cheri (POL)
Cc: Taulbee, Laura L EALT; McCormick, Joyce D EALT
Subject: Question on Bid #5781 - TIME SENSITIVE

Cheri,
Greetings. My company is the distributor for [REDACTED] that will be submitting an offering on your Bid #5781 (SP16-AMMO-X85) that is due 11/30/16 at 12PM EST.

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Vice President
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Columbus, OH 43224
614-471-7000 ext 115
614-471-2134 Fax
dvance@vanceoutdoors.com



[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

[REDACTED]

From: Doug Vance
To: Lee, Cheri (POL)
Subject: RE: SP16AMMOX85 - Vance Outdoors submission for [REDACTED] ammunition
Date: Wednesday, December 7, 2016 5:52:36 PM

Cheri,
I have [REDACTED] working on the Authorized Distributor letter.

As for the copy of Federal / State Licenses, what is it that you are looking for? We do have Federal Firearms Licenses (FFL's), but those do not apply to the sale of ammunition so I didn't send them since all we bid on was the ammo.

Similar to the EFT request in the other e-mail, I had included the Certificate of Liability Insurance in my email to you on 11/30. I'm going to resend that e-mail to you to make sure you were able to retrieve all the documents (there were a total of 16). Coming momentarily.

I will put something together for the cancellations/delivery/returns for you and send that to you.

Thanks!

Doug Vance
Vice President
Vance Outdoors, Inc.
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Columbus, OH 43224
614-471-7000 ext 115
614-471-2134 Fax
dvance@vanceoutdoors.com



From: Lee, Cheri (POL) [mailto:cheri.lee@state.ma.us]
Sent: Wednesday, December 07, 2016 2:45 PM
To: Doug Vance <dvance@vanceoutdoors.com>
Subject: RE: SP16AMMOX85 - Vance Outdoors submission for [REDACTED] ammunition
Importance: High

Good Afternoon Doug-

I received the original "wet signatures" – thank you. There are just a few things that I will need before I can make an award. These can be emailed to me:

Copy of Authorized Distributor Certificate from [REDACTED]
Copy of Federal/ State Licenses

Copy of Certificate of Liability Insurance

Please address Order Cancellations; Shipping/Delivery Timeframes; Product Returns

Additionally, the Supplier Diversity Program Plan is mandatory for contracts that meet/exceed the threshold of \$150k over the life of the contract. We can hold off on this for now, but MUST address once you approach that amount. It is a commitment to a Massachusetts certified small business, minority, women, or disabled vet owned business. It can be ancillary such as buying your own office supplies, or copier toners, etc. I have provided a link to help assist. Please let me know if you need any assistance. <https://www.sdo.osd.state.ma.us/BusinessDirectory/BusinessDirectory.aspx>

Thank you- and I look forward to hearing from you.

Regards,
Cheri

Cheri A. Lee

Cheri A. Lee
Procurement Manager
Massachusetts State Police
470 Worcester Road
Framingham, MA 01702
(508) 820-2148 – Ph
(508) 820-2165 – Fax
Cheri.lee@state.ma.us – Email ***(**please note new email address)***

From: Doug Vance [<mailto:dvance@vanceoutdoors.com>]
Sent: Wednesday, November 30, 2016 1:00 PM
To: Lee, Cheri (POL)
Subject: SP16AMMOX85 - Vance Outdoors submission for [REDACTED] ammunition

Cheri,
I hope you get to feeling better! Attached are the documents relating to Bid #5781. I will mail you the documents that required "wet signatures". Please let me know if there is anything I have omitted.

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Thanks,

Doug Vance

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Cc: Taulbee, Laura L EALT <LLTaulbee@olin.com>; McCormick, Joyce D EALT <JDMcCormick@olin.com>
Subject: RE: Question on Bid #5781 - TIME SENSITIVE

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Thank you-
Cheri

Cheri A. Lee

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Cheri.lee@state.ma.us – Email (*****please note new email address***)

From: Lee, Cheri (POL) <cheri.lee@state.ma.us>
Date: Wednesday, Nov 30, 2016, 08:20
To: Doug Vance <dvance@vanceoutdoors.com>, Brennan, George S EALT <GSBrennan@olin.com>
Cc: Taulbee, Laura L EALT <LLTaulbee@olin.com>, McCormick, Joyce D EALT <JDMcCormick@olin.com>
Subject: RE: Question on Bid #5781 - TIME SENSITIVE

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Thank you-
Cheri

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Framingham, MA 01702
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(508) 820-2165 – Fax
Cheri.lee@state.ma.us – Email (*****please note new email address***)

From: Doug Vance [<mailto:dvance@vanceoutdoors.com>]
Sent: Friday, November 25, 2016 2:45 PM
To: Brennan, George S EALT; Lee, Cheri (POL)
Cc: Taulbee, Laura L EALT; McCormick, Joyce D EALT
Subject: Question on Bid #5781 - TIME SENSITIVE

Cheri,
Greetings. My company is the distributor for [REDACTED] that will be submitting an offering on your Bid #5781 (SP16-AMMO-X85) that is due 11/30/16 at 12PM EST.

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Thanks for your prompt attention to this. I can be reached easiest by cell phone at [REDACTED]

Doug Vance
Vice President
Vance Outdoors, Inc.

From: Doug Vance
To: [Suyemoto, John \(POL\)](#)
Cc: [Miller, Dianne \(POL\)](#)
Subject: RE: Two Purchase Orders
Date: Wednesday, May 10, 2017 2:21:05 PM

Sgt. Suyemoto,

██████████ does not have a ██████████ round in the line-up right now, so it looks like the best option to meet your needs will be to roll the funding you had allocated on your initial PO for the ██████████ over to purchase as much of the ██████████ as you can with those funds.

That line item had \$7,898.00 on it. The X ██████████ is \$133.98/case which would allow you to purchase ██████████ with \$127.16 left over. It is only \$6.82 short of a ██████████ in case you have the ability to increase the PO by that amount to accommodate that last case.

If you want to proceed with this plan, I'll either need an amended PO **or** a letterhead addressed to Vance's that references your PO #PO-16-1084-POLGH-GHQ-9579:4 and indicates that you would like to substitute ██████████ @ \$133.98/cs for the ██████████ @ \$157.96/cs.

If you have any questions at all, please advise.

Thanks!

Doug Vance
Vice President
Vance Outdoors, Inc.
3723 Cleveland Ave.
Columbus, OH 43224
614-471-7000 ext 115
614-471-2134 Fax
dvance@vanceoutdoors.com



From: Suyemoto, John (POL) [mailto:john.suyemoto@MassMail.State.MA.US]
Sent: Tuesday, May 09, 2017 7:45 AM
To: Doug Vance <dvance@vanceoutdoors.com>
Cc: Schumaker, Robert (POL) <robert.schumaker@state.ma.us>
Subject: Re: Two Purchase Orders

Doug-

It doesn't look like there is a subsonic option in ██████████ to replace it with. I would like to either

roll the funding into [REDACTED] or split the remaining funding between [REDACTED] and [REDACTED]
[REDACTED] that [REDACTED] produces.

Let me know what we can do. If we need to talk, I'm at [REDACTED]

thanks
John

From: Doug Vance <dvance@vanceoutdoors.com>
Sent: Monday, May 8, 2017 5:03 PM
To: Suyemoto, John (POL)
Cc: Miller, Dianne (POL)
Subject: FW: Two Purchase Orders

Sgt. Suyemoto,
Dianne thought you might need to speak with me regarding the [REDACTED] order. If so, please feel free to call my cell at [REDACTED]. I'll be in and out of meetings tomorrow, so leave a message if I don't answer (or you can send an email).

Thanks,

Doug Vance
Vice President
Vance Outdoors, Inc.
3723 Cleveland Ave.
Columbus, OH 43224
614-471-7000 ext 115
614-471-2134 Fax
dvance@vanceoutdoors.com



From: Miller, Dianne (POL) [<mailto:dianne.miller2@state.ma.us>]
Sent: Monday, May 08, 2017 3:58 PM
To: Doug Vance <dvance@vanceoutdoors.com>
Subject: RE: Two Purchase Orders

Hi Doug,
Did Sgt. Suyemoto or Lt. Schumaker call you about possible substitutions? I sent them a mayday email last Friday.
Dianne

From: Doug Vance [<mailto:dvance@vanceoutdoors.com>]
Sent: Friday, May 05, 2017 11:32 AM
To: Miller, Dianne (POL)
Subject: RE: Two Purchase Orders

Diane,

Here are the answers to the ability to ship products by June 30th for the two PO's you just sent over (per [REDACTED]):

PO #9579:3

[REDACTED] – This product will be able to be delivered to you before the June 30th deadline.

PO #9579:4

[REDACTED] – this product is scheduled to load to a surplus in mid-May so it appears that it will ship before the June 30 deadline.

[REDACTED] - this product is not scheduled to load until early July so we will NOT be able to meet your deadline on that product. Per our conversation, I will not process this line item as you intend to create a Change Order to cancel it off of the PO and re-order it in July.

Doug Vance
Vice President
Vance Outdoors, Inc.
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Columbus, OH 43224
614-471-7000 ext 115
614-471-2134 Fax
dvance@vanceoutdoors.com



From: Doug Vance
To: Lee, Cheri (POL)
Subject: SP16AMMOX85 - Vance Outdoors submission for [REDACTED] ammunition
Date: Wednesday, November 30, 2016 1:04:10 PM
Attachments: [SP16AMMOX85 Bidder Response Form Vance Outdoors.doc](#)
[SP16AMMOX85 Cost Table for Ammunition Vance Outdoors.xlsx](#)
[SP16AMMOX85 2016 \[REDACTED\] MSRP Price List with MA State Pricing Eff 11.18.16.xlsx](#)
[SP16AMMOX85 Standard Contract Form Vance Outdoors Signed.pdf](#)
[SP16AMMOX85 Commonwealth Terms and Conditions Vance Outdoors.pdf](#)
[SP16AMMOX85 W9 Vance Outdoors.pdf](#)
[SP16AMMOX85 Contractor Authorized Signatory Listing Vance Outdoors.pdf](#)
[SP16AMMOX85 SDP Plan Form #1 Vance Outdoors.docx](#)
[SP16AMMOX85 Electronic Funds Transfer Form Vance Outdoors.pdf](#)
[SP16AMMOX85 Prompt Payment Discount Form Vance Outdoors.pdf](#)
[SP16AMMOX85 References Vance Outdoors.pdf](#)
[SP16AMMOX85 Additional Environmentally Preferable Products Vance Outdoors.doc](#)
[SP16AMMOX85 2015 Vance Outdoors Financial Stmt-Review Report Vance Outdoors.pdf](#)
[SP16AMMOX85 Company Experience Vance Outdoors.docx](#)
[SP16AMMOX85 Insurance Certificates Vance Outdoors.pdf](#)
[SP16AMMOX85 \[REDACTED\] Product Warranty Vance Outdoors.pdf](#)

Cheri,

I hope you get to feeling better! Attached are the documents relating to Bid #5781. I will mail you the documents that required "wet signatures". Please let me know if there is anything I have omitted.

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Subject: RE: Question on Bid #5781 - TIME SENSITIVE

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Cheri.lee@state.ma.us – Email ***(**please note new email address)***

From: Doug Vance [<mailto:dvance@vanceoutdoors.com>]

Sent: Friday, November 25, 2016 2:45 PM

To: Brennan, George S EALT; Lee, Cheri (POL)

Cc: Taulbee, Laura L EALT; McCormick, Joyce D EALT

Subject: Question on Bid #5781 - TIME SENSITIVE

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Vice President

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Columbus, OH 43224

614-471-7000 ext 115

614-471-2134 Fax

dvance@vanceoutdoors.com



[REDACTED]

[REDACTED]

[REDACTED]

From: Doug Vance
To: Suyemoto, John (POL); Miller, Dianne (POL)
Cc: Nick Sgandurra
Subject: Winchester Q3131 for Massachusetts State Police
Date: Friday, May 19, 2017 6:09:36 PM

Dianne / Sgt. Suyemoto,

I wanted to notify you that the [REDACTED] that you ordered under PO-16-1084-POLGH-GHQ-9579:3 is in our warehouse and allocated to your order. It should leave via freight truck the week of May 22nd.

Thank you very much for your business!

Doug Vance
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